**Why Should We Hire You?**

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**Please Note:** One activity is required per month for each WBL release period. You may ***only*** use this assignment if you are released for multiple WBL periods. You must first complete an assignment related to the skill area of the month (Attitude/Respect, Business Communications, etc.). Each chapter of the book serves as a separate assignment. You will find twelve separate activities in this document. Assignments will need to be saved with the correct title/number and make sure you identify which month the assignment is to be credited to.

**Chapter 1: Facts tell; Stories sell (Assignment # 1 & 2)**

**LEARNING TARGETS:**

-Think about what makes you different than the other 4000 candidates applying for a position

-Articulate why a company should hire you in a clear, concise and compelling way that yields the results: “When can you start?”

**CRITERIA FOR SUCCESS:**

 **-Complete CLOZE** activity individually or with a partner. Answer the reflection individually.

1. “Why \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_?” In \_\_\_\_\_\_\_\_\_\_\_\_% of the interviews that I have been on, this was the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_question I was asked in some form or fashion.”
2. “Those who are successful at interviewing understand that it is a combination of and .”
3. Do people have a negative or positive connotation when being forced to sell themselves?
4. “\_\_\_\_\_\_\_\_\_\_\_\_hesitate to tell companies why you are the \_\_\_\_\_\_\_\_\_\_\_\_\_\_ person for the \_\_\_\_\_\_\_\_\_\_\_\_.”
5. “If you \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ something in life, you have to \_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_.”
6. “\_\_\_\_\_\_\_\_\_\_\_\_ are the best \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ that you have to offer. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_.”
7. In some cases, why are college graduates unemployed?
8. What is a quarter-life crisis?
9. Why is education not enough to find your dream job?
10. What’s OTD?

11. “Towards the end of every interview, I always ask these two questions:

 1.

 2.

1. What is the power of the ASK?
2. “You must be \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in asking to move \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and ready to give strong \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ why \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_your application is in the company’s best \_\_\_\_\_\_\_\_\_.”
3. Define “vigilant”:
4. “…it is your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to develop your \_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_ through \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
5. “You also have to be ready to \_\_\_\_\_\_\_\_\_\_\_\_\_ your \_\_\_\_\_\_\_\_\_\_\_\_\_\_ to whoever is sitting across from you at the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
6. “What companies want to hear is how you can use your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to leverage \_\_\_\_\_\_\_\_\_\_\_\_ for them.”
7. “…\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_are what employers are looking for during an \_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
8. “Past behavior is a of performance.”
9. “…the applicant to provide specific \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of things they have done to give the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ an \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of how well they have performed in \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
10. What is the acronym for STARS?

S

T

A

R

s

1. Stories are so much to tell than answering interview questions.
2. “That’s all interviewing is: Telling your \_\_\_\_\_\_\_\_\_\_\_\_\_ in a manner that \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ someone to \_\_\_\_\_\_\_\_\_\_ you.”
3. Name one action item and reminder from Chapter 1, and how you’re going to apply it your life.
4. What is the best product you have to offer?
5. Facts and stories .
6. When you are interviewing with a company, what are you selling?

REFLECTION

How have your personal, past interviews gone, and why do you think after reading this chapter, it went that way? What will you do differently next time?